

Message Text

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ORIGIN EA-14

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DRAFTED BY EA:AGEBER:MRG

8/9/73 EXT. 20260

APPROVED BY EA:HERMAN H. BARGER

EA/K:H.NEWSOM

EB/OCA/BR:R.SWART

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FM SECSTATE WASHDC

TO AMEMBASSY SEOUL

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E.O. 11652: N/A

TAGS: ETRD, ETRN, KS

SUBJECT: MAJOR PROJECTS: SHIPBUILDING INDUSTRY

REF: SEOUL 4992

1. ANTHONY GEBER REPLACED WOODBURY AS EA COMMERCIAL COORDINATOR.

2. WE WELCOME EMBASSY'S REQUEST PER REFTEL FOR COMMERCIAL COORDINATOR'S PARTICIPATION IN KOREAN SHIPBUILDING INDUSTRY PROJECT. GEBER HAS CONSULTED WITH COMMERCE AND EXIM BANK OFFICIALS AND WILL CONTINUE TO GIVE SPECIAL ATTENTION TO PROJECT.

3. IN MEANTIME, WE BELIEVE COMMERCE HAS REPLIED TO SOME QUESTIONS RAISED IN REFTEL. PARSONS HAS BEEN IDENTIFIED AS INTERESTED IN KSEC PROJECT AND KAISER AND MCMULLEN IN LIMITED OFFICIAL USE

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CHEIL SHIPYARD PROJECT.

4. COMMERCE AND EXIM BANK BELIEVE THAT AT PREVAILING EXCHANGE RATES, U.S. INDUSTRY GENERALLY COMPETITIVE IN THIS FIELD BUT THIS CAN BE DETERMINED ONLY ON BASIS OF DETAILED SPECIFICATIONS. COMMERCE BELIEVE THAT BEST APPROACH IS TURNKEY OPERATION IN WHICH CONTRACTOR CAN ASSIST WITH ENGINEERING PLANS AND PROCUREMENT. BOTH KAISER AND MCMULLEN ARE INTERESTED IN SUCH APPROACH.

5. OUR PRESSION FROM REFTEL AND PREVIOUS EMBTELS, IS THAT EMBASSY EXPECTED GENERATION OF GREATER INTEREST BY POTENTIAL AMERICAN SUPPLIERS FOR PROJECTS UNDERWAY OR CONTEMPLATED AS LISTED IN PARA. 4 OF SEOUL 4206. WHILE COMMERCE CONTACTED NUMBER OF FIRMS, INCLUDING NEWPORT NEWS AND SUN SHIPBUILDING, COMMERCE APPARENTLY FEELS THAT IT CAN GENERATE ADEQUATE INTEREST ONLY IF PROJECT PLANS HAVE SUFFICIENTLY ADVANCED. PERHAPS IF WE SUCCEED TO INVOLVE ONE OR MORE AMERICAN FIRMS IN SOME OF KOREAN SHIPBUILDING PROJECTS ON A TURNKEY BASIS, WE MAY USE THEIR SERVICES TO EXTEND AMERICAN INTEREST TO ENTIRE SHIPBUILDING INDUSTRY PLAN.

6. WE NOTE THAT LEE, SUN TAIK TENTATIVELY PLANS VISIT WASHINGTON EARLY SEPTEMBER. WE HOPE THAT HE WOULD ALSO MEET WITH GEBER DURING HIS VISIT. ROGERS

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